

## Message Text

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ORIGIN COME-00

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STATE/AF/E/ESHIPPY

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R 300140Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY NAIROBI

UNCLAS STATE 023209

E.O. 11652:NA

TAGS: BEXP, KE

SUBJECT: PRODUCT OPPORTUNITY - PIPES AND FITTINGS FOR

--- MINISTRY OF WATER DEVELOPMENT

REF: NAIROBI 10466

1. REPS FROM U.S. PIPE AND FOUNDRY AND AMERON VISITED STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) OFFICE OF USDOC RECENTLY REGARDING MOMBASA AND COASTAL WATER SUPPLY PROJECT. U.S. PIPE IS INTERESTED IN PROJECT, HAS ASKED SIPS TO INFORM EMBASSY OF THEIR RESPONSE TO TENDER OUTLINED IN REFTTEL AND WOULD LIKE TO BE ADVISED OF ADDITIONAL REQUIREMENTS ASSOCIATED WITH THIS PROJECT.

2. AMERON, WHICH HAS ALREADY SENT THREE TEAMS OF REPS TO NAIROBI TO DISCUSS THIS PROJECT, IS SCHEDULING A FOURTH VISIT DURING PERIOD FEB. 3 THRU 14. MSSRS. E.A. PRESTON, HARRISON AND TINLEY WILL BE AMERON'S REPRESENTATIVES ON THIS TRIP AND WILL BE DISCUSSING THE ERECTION OF A PIPE PLANT IN KENYA. SPECIFIC DISCUSSIONS WILL INCLUDE (1)  
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GUIDANCE ON LOCAL COMMERCIAL PRACTICES; (2) IDENTIFICATION

OF REPUTABLE LOCAL SUBS AND (3) PLANS REGARDING CONSTRUCTION

OF SUPPORT BUILDINGS AND ROADS. MR. PRESTON HAS INDICATED THAT HE WILL CALL EMBASSY FEB. 10 TO SEEK APPOINTMENT TO DISCUSS PROJECT.

3. AMERON HAS REQUESTED FURTHER ASSISTANCE FROM EMBASSY IN OBTAINING HOTEL ACCOMMODATIONS IN MOMBASA DURING PERIOD FEB. 3 THRU 14. TELEXES HAVE BEEN SENT TO NYALI BEACH, DOLPHIN, KENYA BEACH AND SERENA HOTELS ASKING FOR 3 SINGLE ROOMS BUT NO RESPONSES HAVE BEEN RECEIVED. WOULD APPRECIATE WHATEVER HELP EMBASSY MAY BE ABLE TO PROVIDE IN OBTAINING LODGING AT ANY OF THESE HOTELS. KISSINGER

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